



The Leadership School

STUDENT LEADERSHIP AT THE CENTER OF LEARNING

SY24-25 Budget

PREPARED JUNE 2024 BY

EdOps

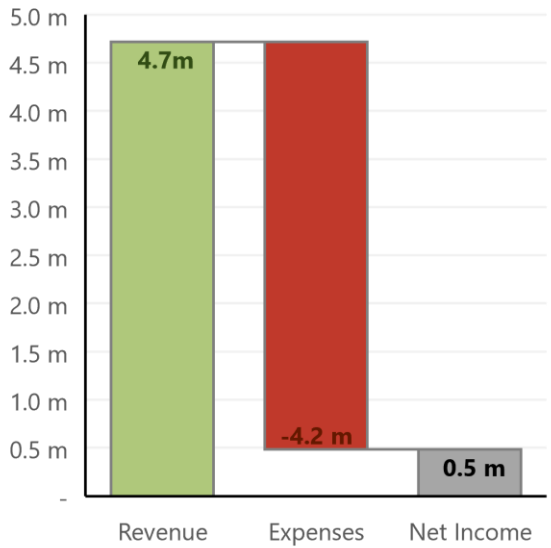
Executive Summary

The FY25 budget reflects The Leadership School's financial plan for July 1, 2024-June 2025 fiscal year. The school is required to provide a board approved 1-year budget.

- The FY25 Budget ushers in a new vision for TLS including:
 - \$2M in CSP funding over the next 3 years
 - Revised staffing plan, supported by Federal and local funders
 - School growth adding 4th grade level
- The FY25 budget projects a 15% fund balance. **The year-end cash balance is projected to be \$619k, or 53 days of cash.**

FY25 Budget KPIs

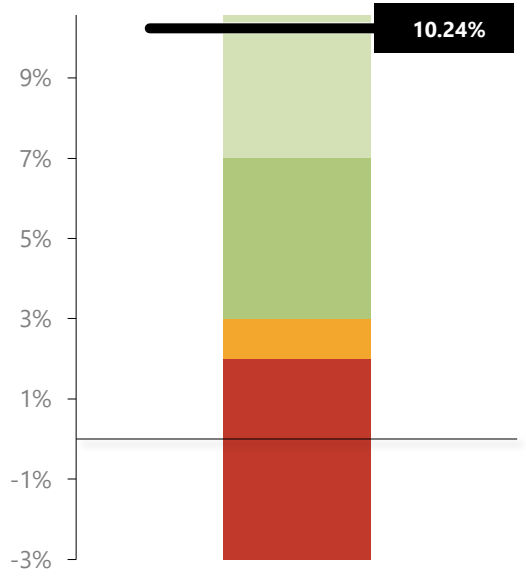
NET INCOME



Revenue	4,715,448
Expenses	4,232,499
Net Income	482,950

The forecasted net income is \$482,950 on \$4,715,448 in revenue. This yields 10.24% in gross margin.

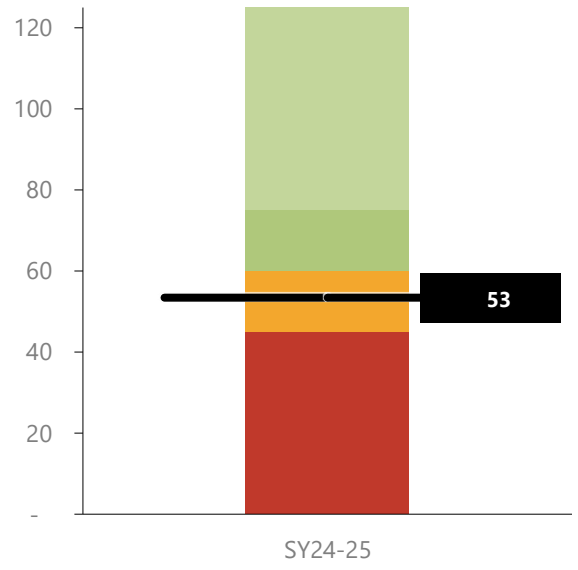
GROSS MARGIN



Revenue	4,715,448
Expenses	4,232,499
Net Income	482,950
Gross Margin	10.24%

Gross Margin = Net Income / Revenue

DAYS OF CASH



Starting Cash	135,994
Net Income	482,950
Net Annual Cash Increase	482,950
Ending Cash	618,944

We are predicting 53 days of cash at 6/30/25. This is based upon ending the year with 618,944 in cash.

SY25 Budget

REVENUE

Local Revenue	228,374
State Revenue	2,258,953
Federal Revenue	1,616,621
Private Grants and Donations	609,000
Earned Fees	2,500
Total Revenue	4,715,448

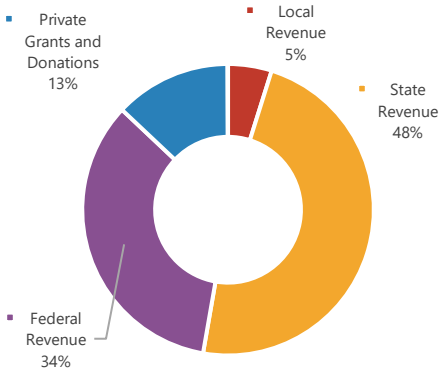
EXPENSES

Salaries	1,739,390
Benefits and Taxes	478,196
Staff-Related Costs	118,500
Rent	229,938
Occupancy Service	219,375
Student Expense, Direct	681,996
Student Expense, Indirect	272,494
Office & Business Expense	221,610
Transportation	241,000
Interest	30,000
Total Expenses	4,232,499
Net Income	482,950

REVENUE

We have budgeted **\$4,715,448** in revenue based upon 205 students, and a WADA payment of \$10,300 per student.

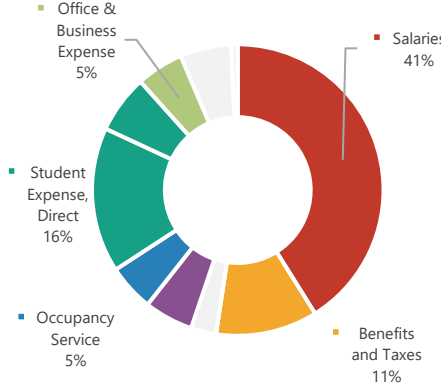
The largest components of revenue are \$2.3m (47.9%) in State Revenue and \$1.6m (34.3%) in Federal Revenue.



EXPENSES

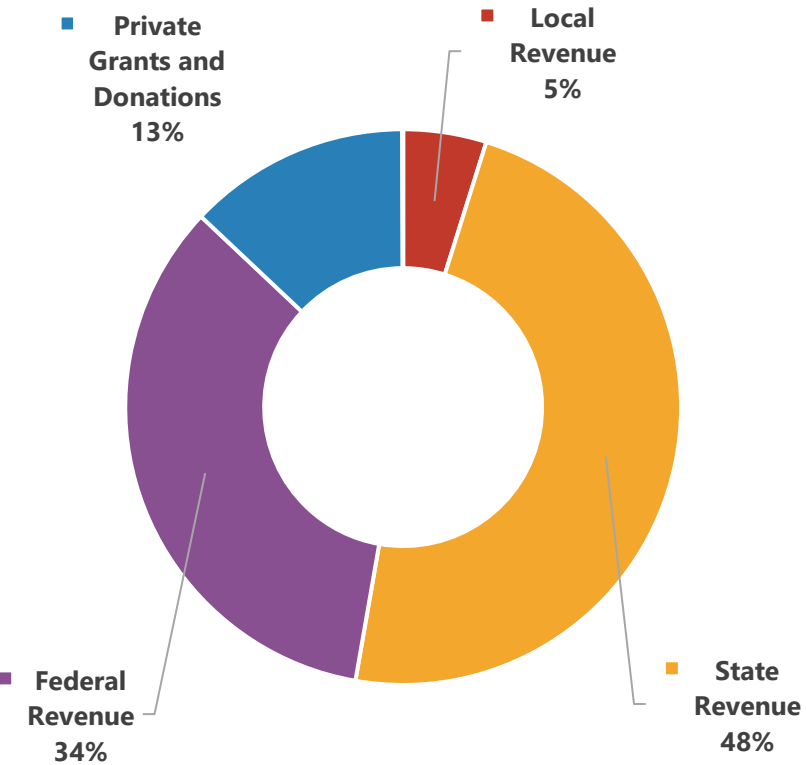
We have budgeted **\$4,232,499** in expenses based on 27 staff

The largest components of expense are \$1,739,390 (41.1%) in Salaries and \$681,996 (16.1%) in Student Expense, Direct.



Revenue | Overview

SY25 BUDGETED REVENUE %



COMMENTS

We have budgeted **\$4,715,448** in revenue for SY24-25, which is \$1.9m more than the amount forecasted for the year before.

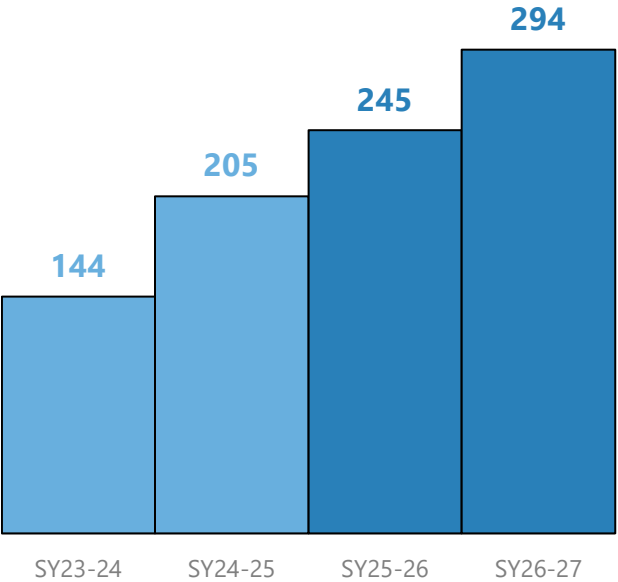
The largest components of revenue are State Revenue (47.9%) and Federal Revenue (34.3%).

Highlighted year-to-year changes:

- \$1.2m increase in Federal Revenue
- \$729k increase in State Revenue
- \$131k decrease in Private Grants and Donations
- \$116k increase in Local Revenue

Revenue | State Funding Drivers

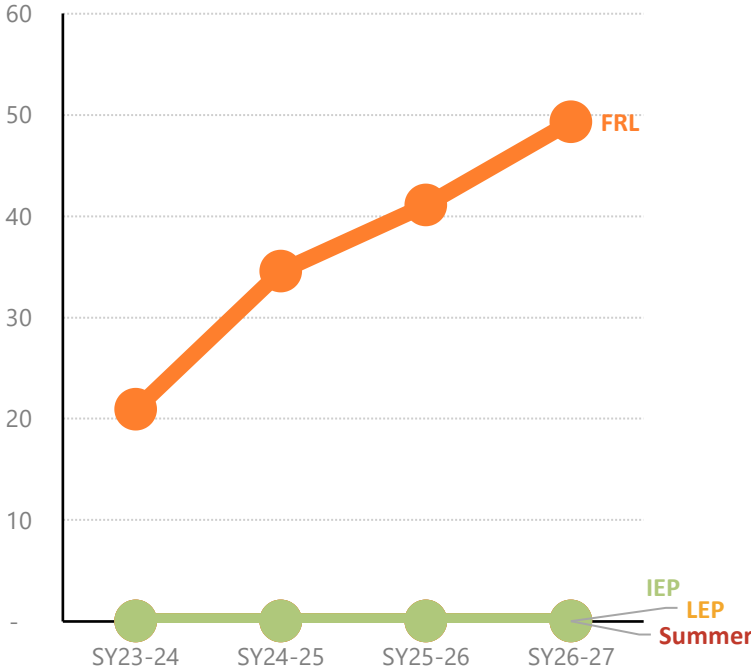
ENROLLMENT



ENROLLMENT TRENDS

End of year enrollment anticipates a grade level addition each year

SPECIAL POPULATIONS



WADA

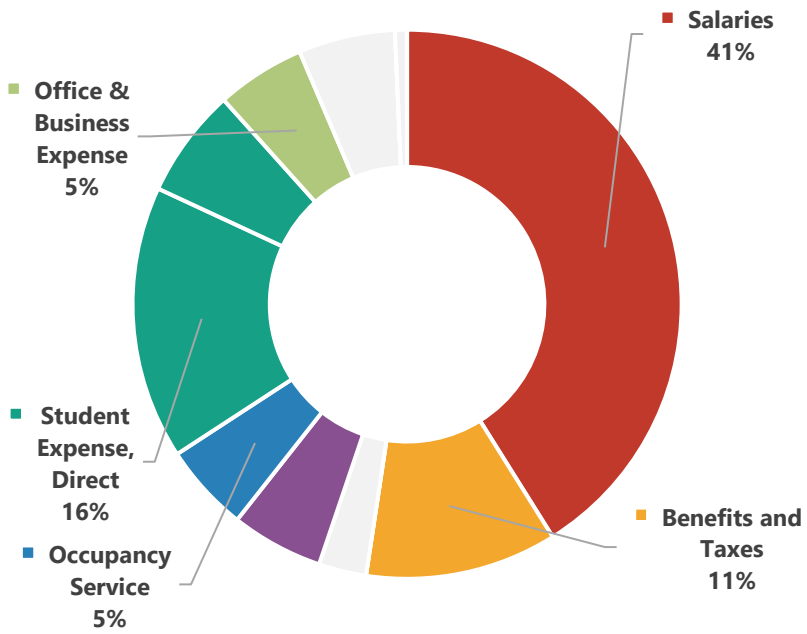
FRL provides additional Weighted ADA for the DESE state aid. Growth is anticipated in FY25 and beyond

	FY 25
End of Year Enrollment	209
Attendance Rate	85%
Regular Term ADA	177
Summer ADA*	0
FRL	35
LEP/SPED	0
WADA	211
Per WADA amount	\$10,300

*Summer School funded by ESSER funds

Expenses | Overview

SY25 BUDGETED EXPENSE %



COMMENTS

We have budgeted **\$4,232,499** in expenses for SY24-25, which is \$1.5m more than the amount forecasted for the year before.

The largest components of expenses are Salaries (41.1%) and Student Expense, Direct (16.1%).

Highlighted year-to-year changes:

- \$698k increase in Salaries
- \$420k increase in Student Expense, Direct
- \$215k increase in Benefits and Taxes
- \$156k increase in Student Expense, Indirect
- \$56k increase in Transportation
- \$53k decrease in Occupancy Service
- \$47k decrease in Staff-Related Costs

Appendix | Profit and Loss Changes

Income Statement	SY23-24	SY24-25	Difference	Comments
Revenue				
Local Revenue	112,331	228,374	116,043	Prop C FY24 WADA (150)* \$1,513
State Revenue	1,529,641	2,258,953	729,312	Add 4th Grade; 205 EOY at 85% attendance; 177 ADA
Federal Revenue	455,592	1,616,621	1,161,029	CSP. Summer School and Title allocations
Private Grants and Donations	740,401	609,000	(131,401)	Confirmed local funders
Earned Fees	21,879	2,500	(19,379)	
Total Revenue	2,859,844	4,715,448	1,855,604	
Operating Expense				
Salaries	1,041,097	1,739,390	(698,293)	Includes new staffing model
Benefits and Taxes	262,758	478,196	(215,438)	
Staff-Related Costs	165,729	118,500	47,229	Primarily CSP funded
Rent	232,445	229,938	2,507	Contracted facility rent
Occupancy Service	272,210	219,375	52,835	Includes \$50k facility planning; prior year grant related expenses
Student Expense, Direct	262,039	681,996	(419,957)	CSP funded and \$50k contingency
Student Expense, Indirect	116,845	272,494	(155,649)	Food expense factor student growth
Office & Business Expense	228,336	221,610	6,726	CSP funding operational expenses
Transportation	185,434	241,000	(55,566)	Expanded bus service
Interest	-	30,000	(30,000)	New Loan
Total Expenses	2,766,893	4,232,499	(1,465,606)	
Net Income	92,951	482,950	389,998	



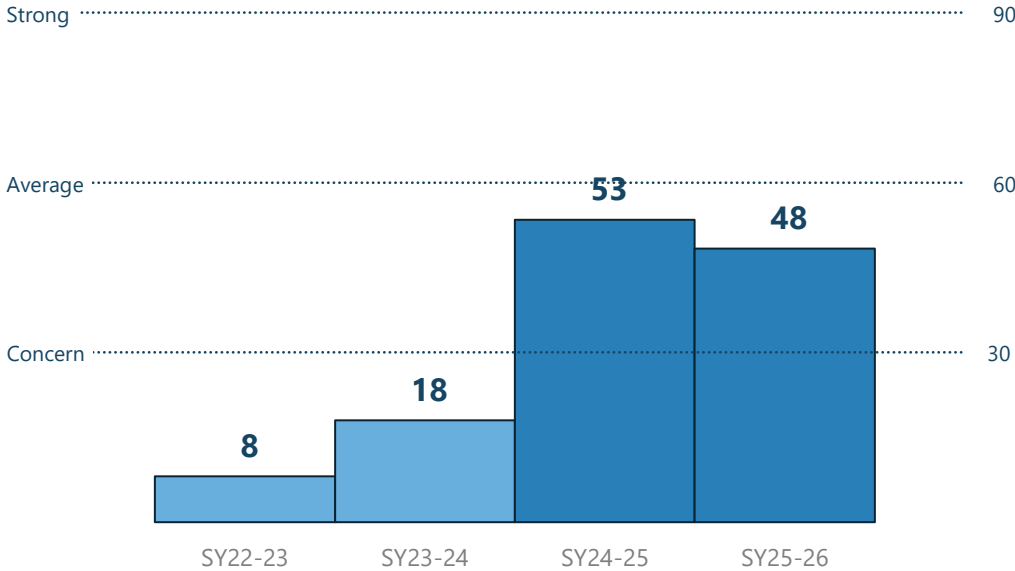
QUESTIONS?

**Please contact your
EdOps School Finance Manager:**

**Anne Nichols
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Days of Cash, In Context

Historical Context: Days of Cash



53 DAYS OF CASH AT YEAR'S END

The budget predicts that we will end the year with 53 days of cash, which is 35 days better than the cash forecast for 6/30/24.